

Message Text

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16

ACTION EUR-25

INFO OCT-01 ADP-00 AID-20 CIAE-00 COME-00 EB-11 FRB-02

INR-10 NSAE-00 RSC-01 TRSE-00 XMB-07 OPIC-12 CIEP-02

LAB-06 SIL-01 OMB-01 RSR-01 /100 W

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R 180830Z JUL 73

FM AMEMBASSY BELGRADE

TO SECSTATE WASHDC 6767

INFO AMCONSUL ZAGREB

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E.O. 11652: N/A

TAGS: BTRA YO

SUBJ: PULLMAN-STANDARD: TRAVEL PLANS, QUESTIONS ABOUT AGENTS

REF STATE 136816

1. EMBASSY CONCURS COMMENTS FIRST THREE PARAGRAPHS REFTEL ON SUBSTANTIALLY INCREASED COMPETITIVENESS OF PULLMAN FOR SALES, ASSEMBLY AND POSSIBLE JOINT VENTURE PRODUCTION OF RR CARS. EXIM SUPPORT IN PARTICULAR GREATLY ENHANCES THESE PROPOSALS. WE ARE DELIGHTED THAT PULLMAN OFFICIALS PLANNING VISIT AT END OF JULY AND WILL LEND ALL POSSIBLE ASSISTANCE THIS MAJOR PROJECT.

2. BY FAR BEST APPROACH TO PURSUING THIS PROJECT IS PERSONAL VISIT ON PART OF RESPONSIBLE PULLMAN OFFICIALS. AS DEPARTMENT AWARE, PULLMAN IS NOT PREVENTED FROM DEALING DIRECTLY WITH ZELJEZNICKO TRANSPORTNO PRODUZECE - ZAGREB (ZTP). GOY OFFICIALS MENTIONED IN PARAGRAPH FOUR OF REFTEL ARE IN FACT RESPONSIBLE OFFICERS OF ZTP.

3. ON OTHER HAND, AGENCY REPRESENTATION CAN BE VALUABLE VEHICLE FOR HANDLING NEGOTIATIONS, SALES, SERVICING, ETC. IN SOME CIRCUMSTANCES, ESPECIALLY IF PULLMAN REPS CANNOT MAINTAIN FREQUENT AND DIRECT CONTACT WITH BUSINESS PARTNERS, AGENCY MAY BE LIMITED OFFICIAL USE

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ESSENTIAL. IN EITHER CASE, AGENT SHOULD BE ESTABLISHED YUGOSLAV

ENTERPRISE WITH EXPERIENCE AND CREDENTIALS NECESSARY TO DO EFFECTIVE JOB. IF AGENT HAS BRANCH OFFICE IN U.S. , THIS IS CERTAINLY CONVENIENT, BUT BY NO MEANS NECESSARY.

4. U.S. FIRM "INTERPROGRES", 635 MADISON AVENUE, NYC, IS KNOWN TO EMBASSY AS U.S. REPRESENTATIVE OFFICE OF LARGE YUGOSLAV TRADING ENTERPRISE PROGRES. EMBASSY HAS CONTACTED BELGRADE HOME OFFICE WHICH CONFIRMS THAT IT IS ACTING AS REPRESENTATIVE OF PULLMAN. HOWEVER, PROGRES BELGRADE KNOWS OF NO CONNECTION WITH A MR. AND MRS. BORIC, IN FACT HAVE NEVER HEARD OF THEM. MR. DRAGICA RADOSAVLJEVIC IS DIRECTOR OF NY OFFICE. PROGRES IS LARGE AND REPUTABLE TRADING ENTERPRISE WHICH ACTS AS REPRESENTATIVE OF WESTINGHOUSE IN YUGOSLAVIA. EMBASSY NOT IN POSITION TO COMMENT ON STOJILJKOVIC REMARKS. "INTERPROGRES" IS A LEGAL ENTITY. RECOMMEND THAT PULLMAN DEAL DIRECTLY WITH DIRECTOR OF NYC OFFICE WHO SHOULD BE ABLE TO ASSIST WITH NECESSARY APPOINTMENTS FOR FORTHCOMING TRIP. IF NOT, EMBASSY AND CONGEN WOULD BE PLEASED TO ASSIST FROM THIS END.

5. DISPARAGING REMARKS OF STOJILJKOVIC TOWARDS BORICS MAY REFLECT HIS PERSONAL INTEREST IN PROMOTING IMO. AS STATED REFTTEL, THIS IS MACHINE BUILDING ASSOCIATION UNDER DIRECTORSHIP OF PREVIOUS AMBASSADOR TO U.S. BOGDAN CRNOBRNJA. IT ALSO HAS UNDER ITS MANAGEMENT TWO MAJOR PRODUCES OF HEAVY INDUSTRIAL EQUIPMENT, INCLUDING THE FIRM "DJURE DJAKOVIC", THE LARGEST PRODUCER IN YUGOSLAVIA OF RR CARS. THIS IS LARGE AND REPUTABLE ORGANIZATION WHICH MAY, AS STOJILJKOVIC SUGGESTS, HAVE GOOD CONTACTS IN RAIL-ROAD INDUSTRY. THEREFORE, IF PULLMAN ELECTS TO CARRY THROUGH WITH AGENT, IT MUST MAKE ITS OWN OBJECTIVE SELECTION. FORTHCOMING VISIT SHOULD HELP TO RESOLVE THESE QUESTIONS.

6. BUJE EXPORT. THIS IS CROATIAN IMPORT-EXPORT FIRM DEALING LARGELY IN ITALIAN TRADE, ALSO MANUFACTURER OF DIGITAL EQUIPMENT. EMBASSY CANNOT COMMENT ON NECESSITY OF PARTICIPATION THIS ENTERPRISE IN TECHNICAL NEGOTIATIONS. CONGEN ZAGREB, WHICH HAS OTHER REASONS TO CONTACT BUJE, WILL ASK IF THEY ARE INVOLVED IN PROJECT AND REPORT RESULTS SEPARATELY.

6. REQUEST ADVISE DATES OF TRAVEL OF PULLMAN OFFICIALS WHEN KNOWN. EMBASSY ENCOURAGES VISIT BELGRADE IN ADDITION TO ZAGREB, LIMITED OFFICIAL USE

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TO PERMIT MEETING AT EMBASSY AS WELL AS WITH PROGRES, WHICH EXPRESSED INTEREST IN A MEETING.
TOON

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